RJ REYNOLDS

TOBACCO COMPANY



S. R. MacLEOD Region Operations Mgr

150 Lawrence Bell Drive Suite #108 Williamsville, NY 14221 (716) 634-9232 Fax (716) 634-3145

April 16, 1997

RJR Account #091800 Mr. G. Burns CAPITAL CANDY CO., INC.

JUNE DORAL B2G1F / PROMOTION #700272

Dear George:

DORAL B2G1F pre-sleeved product (6M) has been ordered (see quantities listed below), as well as <u>94</u> skus of B2G1F Displays (Item #525101) to pack and ship this promotion to your participating retail accounts.

DORAL	B2G1F	#/ (6M) Cases
BRAND STYLE	UPC Code	B1G1F
Full Flavor Box	12300-24065	7
Light Box	12300-24066	6
Full Flavor 100	12300-24063	3
Light 100	12300-24062	6

DISPLAY DETAIL

EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.

EACH WHITE CARTON CONTAINS 3 PRE-SLEEVED B2G1F DEALS, PLUS 1 LOOSE LIVE PACK.

EACH DISPLAY CONTAINS 7 WHITE CARTONS OR '21 B2G1F OFFERS'.

THIS EQUATES TO 49 LIVE PACKS PER DISPLAY TO BE BILLED TO RETAIL.

IT IS <u>STRONGLY RECOMMENDED</u> THAT YOU PLACE <u>1 ADDITIONAL LOOSE LIVE PACK INTO EACH</u>
<u>DISPLAY</u>; THIS WILL ENABLE YOU TO BILL RETAIL <u>© 5 CARTONS PER DISPLAY</u>, RATHER THAN <u>4.9</u>
<u>CARTONS PER DISPLAY</u>.

Product / Premium Arrival:

May 12, 1997

Ship Date to Retail:

Week of: May 19, 1997

SKU_CUBE_:

0.9960

SKU WT (w/o Product):

1.7200 lbs

Retail Sales Offer per Sku:

21 Offers

<u>Billing per Sku:</u>

5 Savings Cartons (if additional live pack is added to Display)

4.9 Savings Cartons (if additional live pack is NOT added to Display)

· -2-B2G1F CAPITAL CANDY CO., INC.

EFT \$ Amount:

\$3,487,55

State Breakdown:

NH: 2 FF Box / 2 Lt Box / 1 FF 100 / 2 Lt 100

\$1,191,29

VT: 5 FF Box / 4 Lt Box / 2 FF 100 / 4 Lt 200

2.296.26

PROMOTION DESCRIPTION: SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'. UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.

PLACE INTO EACH DISPLAY:

- * 7 CARTONS OF FOUR DIFFERENT DORAL BRANDSTYLES (2 CTNS/ 2 CTNS/ 2 CTNS/ 1 CTN) BRAND STYLES: DORAL FF BOX / DORAL LT BOX / DORAL FF 100 / DORAL LT 100
- * 1 additional loose live Doral pack (add pack only if billing @ 5 Cartons per Display)
- * ONE COPY OF THE ATTACHED BLUE 'RETAILER LETTER'

EACH DISPLAY WILL CONTAIN 21 B2G1F OFFERS, AND EITHER 7 OR 8 LOOSE LIVE PACKS. (7 PACKS IF ADDITIONAL LIVE PACK IS NOT ADDED BY DIRECT ACCOUNT; 8 PACKS IF DIRECT ACCOUNT DOES ADD AN ADDITIONAL LIVE PACK).

RETAILER WILL PLACE THE LOOSE LIVE PACKS INTO ON-HAND INVENTORY. (THE ENCLOSED 'RETAILER LETTER' EXPLAINS THIS)

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$07.80 (7.7 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

cc: R. Tanchyk

Enclosures:

- Customer List
- Wholesaler Packing Instructions
- Retailer Letters (blue copies)

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-JUNDOR.DOC





To All RJR Retail Partners

RETAILER LETTER

<u>DORAL B2G1F</u>

OUR #1 PRIORITY IN 1997 WILL BE TO GET OUR PROMOTIONS TO YOUR SOUR CUSTOMERS IN THE QUICKEST WAY POSSIBLE. OUR 1997 PROMOTIONS DIFFER FROM PAST PROMOTIONS AS FOLLOWS:

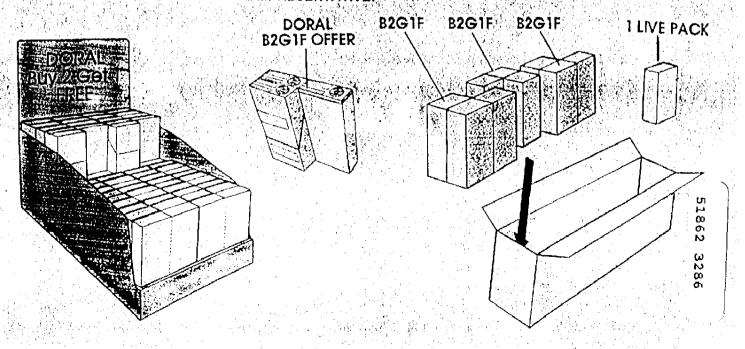
- WE ASK YOU TO ASSEMBLE DISPLAYS AT YOUR STORE
- •> EACH DISPLAY CONTAINS UNPROMOTED LOOSE PACKST

IMPORTANT NOTE: This is Not a Mistake at your wholesaler.

DO NOT RETURN THIS PRODUCT TO YOUR WHOLESALER.

PLACE THIS PRODUCT INTO YOUR REGULAR INVENTORY.

AS ALWAYS, THANK YOU FOR YOUR ASSISTANCE IN THE MARKETING OF OUR PRODUCTS: IF YOU HAVE ANY QUESTIONS REGARDING THIS SHIPMENT PLEASE CONTACT YOUR RJR REPRESENTATIVE.



Source: https://www.industrydocuments.ucsf.edu/docs/ggym0000

WHOLESALER PACKING INSTRUCTIONS

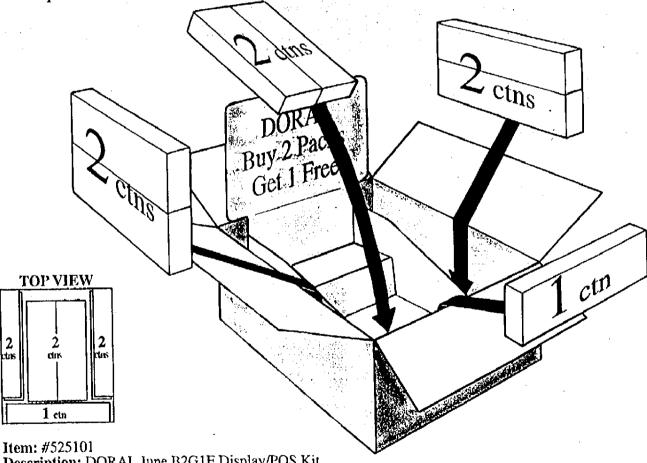
VALUE ADDED PROMOTIONS - 2ND QTR.'97

June DORAL B2G1F (Buy 2 Packs Get 1 Pack Free)

STEPS

- 1. Open DORAL B2G1F shipping case.
- 2. Place 7 cartons of DORAL promotional product into shipper/display. (Promotional product is in white cartons and is pre-sleeved).
- 3. Fold display header card down.
- 4. Close and tape case.

5. Ship to retailer.



Description: DORAL June B2G1F Display/POS Kit

Brand Style	Ff Box	LT BOX	LT 180	100 tt	
Number of Cartons	2	2	2	/	· .

@1997 R.J. Reynolds Tobacco Company

Printed in U.S.A

PAGE: 10 DATE: 97-04-07 TIME: 03:54 PM

WHOLESALER : 093800 CAPITAL CANDY CO., INC. <DIRECT> : 700272 70600 DOR JUNE B2G1F

TEMPLATE : 70027
TEMPLATE SEQ : 0007 SALES LEVEL : 16XXXX

12/201 12/226 22/1387 GETTY MART 5.10 SAMATUS ST LEWISTON ME 04/202 1 370.55 (207)782-6922 12/202 12/202 22/341 BEEP-REEP PELL MART KOUTE 1.6 COMMAY M. 02/310 1 371.25 (207)782-6922 12/20	TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	sr	ZIP	QTY	TAX	CHVIN-ID	SUPPLIER	ACCT PHONE #
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112204 11227 25341 BEFP-BEEF DELI MAT ROUTE 16	112201	112226	720383	CIVIC CENTER GETTY	210 CIVIC CENTER	AUGUSTA				1			
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WORKPLAN VAP TEMPLATE LISTING

PAGE:

11

DATE: 97-04-07 TIME: 03:54 PM

WHOLESALER : 091800 CAPITAL CANDY CO., INC. <DJRECT>
TEMPLATE : 700272 70600 DOR JUNE B2G1F

TEMPLATE SEO : 0007

SALES LEVEL : 16XXXX

TERR RETAIL ACCT NAME ADDRESS CITY ST 21P D3:Y TAX CHAIN-ID SUPPLIER ACCT PHONE # 163806 163826 247457 GILFORD MOBILE MART 1397 LAKE SHORE R GILFORD NH 03246 3 30567 (603)524-8014 163806 163826 667008 HANDY LANDING GENER RR 3 BOX 101B LACONIA NH 03246 14397 (603)366-2232 1 163809 163828 086861 SHOREHAM SERVICE CT ROUTE 22A SHOREHAM VT 05770 2294-0200 (802)897-8585 112201 112226 656865 V & G GETTY MART 990 LISBON ST LEWISTON MR 04240 (207) 784-3118 163809 163829 088475 BILLING'S MOBIL ROUTE #100 WATERBURY VT 05676 (802)244-6673 1333 WILLISTON RD SOUTH BURLINGT VT 05403 163809 163829 113522 GRACEY'S STORE 1519-0000 (802)862-1253 163809 163828 114026 KINGSBURY COUNTRY RT 100 WARREN VT 05674 1 17026 (802)496-3366 163809 163829 114119 MOUNTAIN RD MKT 344 MOUNTAIN RD STOWE VT 05672 (802)253-7010 163809 163828 114300 PRATTS STORE INC . ROUTE #22 A BRIDPORT VT 05734 (802) 758-2323 163809 163829 303495 SIMON'S 974 SHELBURNE RD SOUTH BURLINGT VT 05403 1519-0000 (802)862-8011 163809 163828 410982 CHAMPLAIN FARMS 2 N MAIN ST NORTHFIELD VT 05663 (802)485-60nn 163809 163829 470566 SIMON'S ESSEX 134 JERICHO RD ESSEX CENTER VT 05451 1 1519-0000 (802)878-3091 163809 163829 470568 SIMON'S #4 RTE 2 & 2A WILLISTON VT 05495 1519-0000 (802) 878-4933 163809 163829 585246 HANDY'S PARK ST MOR 24 PARK ST BURLINGTON VT 05401 1519-0000 (802) 862-7594 163809 163829 623926 DOWNTOWN QUICK STOP 93 S WINOOSKI AVE BURLINGTON VT 05401 1519-0000 3035 (802)658-2259 163809 163829 658967 SIMON'S STORE & DEL 377 RIVER STREET MOUNT PELIER VT 05602 1519-0000 (802)229-0314 163809 163829 704600 FAIRGROUNDS BEVERAG 99 PEARL ST 2334 (802)878-5377 ESSEX JUNCTION VT 05452 163809 163829 743921 CHITTENDEN MILLS BE RR 2 BOX 27C JERI CHO VT 05465 (802)899-4730 162301 558840 EAST END QUICK STOP RTE. 7 GEÓRGIA VT 05454 (AD21527-1088 162301 163829 577285 LAOS EGG ROLLS 7 RAYMOND RD COLCHESTER VT 05446 (BD2)893-1148 162301 697126 BEVERAGE OUTLET 75 1ST ST NOTIVANS VT 05488 351850 (802)868-5139 162301 163830 760781 BLOUINS BEVERAGE MK 1 NOYES ST RICHFORD VT 05476 (802)848-3633 163801 057943 THE CONVENIENT ONE MAIN STREET ST JOHNSBRY CT VT 05863 (802)748-4204 163801 113821 TED'S MARKET CROSS ST ISLAND POND VT 05846 50109 (802)723-4334 673532 BROOKSIDE COUNTRY 339 E MONTPELIER 163809 BARRE VT 05641 50247 (802)476-5560 104189 PLAINFIELD GEN.STOR RT 12A 163804 PLAINFIELD NH 03781 17220 (603)675-2900 163804 623927 COUNTRY VILLAGE STO RTE.131 ASCUTNEY VT 05030 80026 (802)674-6902 163806 163826 677682 CASE-N-KEG LACONIA JEFF MORIN ENTERP LACONIA NH 03246 14290 (603)524-7254 163806 163826 743970 CASE-N-KEG 5 MILL ST MEREDITAL NH 03253 (603)279-7443 162301 163829 494192 BRANCH'S MOBIL MART 2 RIVER ST MILTON **YT 05468** 2794-0200 35069 (802)893-4906 163801 163827 113727 SHOP & SAVE MEMORIAL DR RTS 30205 (802)626-3654 LYNDONVILLE VT 05851 2798-0000 1 163801 163827 113763 SHOP & SAVE DERBY RD RTE 5N NEWPORT VT 05855 2798-0000 13094 (802)334-6945 681165 SIMON'S BERLIN STOR 321 BARRE MONTPEL BARRE 163809 VT 05641 (802)479-2711 1519-0000

PAGE BREAK TOTAL ACCOUNTS

75 TOTAL QUANTITY

92

TEMPLATE TOTAL ACCOUNTS

YCTTRAUO JATOT

Q.

51862 328

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

05/22/97

ACCOUNT NUMBER: 091800

VOUCHER NUMBER: 15354516 DATE WRITTEN: 05/22/97 CAPITAL CANDY CO INC 32 BURNHAM ST BARRE , VT 5641

STATUS: PAID

AMOUNT PAID:

107.80

SEND CHECK TO: PAYEE

DESCRIPTION

UNITS

AMOUNT

'97 VAP PK & SHP

7.70

107.80

EXPLANATION: JUNE: DORAL B2G1F PROMOTION #700272/R. TANCHYK